



COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

Robert F. McDonnell
Governor

James S. Cheng
Secretary of
Commerce and Trade

Gordon N. Dixon
Director

VIRGINIA REAL ESTATE BOARD ADVISORY COUNCIL MEETING MINUTES

DRAFT

The Virginia Real Estate Board Advisory Council held its annual meeting on Monday, December 2, 2013, at the Department of Professional and Occupational Regulation, Richmond, Virginia. The following Advisory Council Members were present:

Joseph Funkhouser, II, Chairman
Ronald Owens, Vice Chairman
Sharon Johnson
Ann Palmateer
Earl Jackson
Joseph Carney
Boyd Smith
Scott Gaeser
Carmen Martin
Gladys Fain
Ned Massie
Florence Daniels
Dorothy Burch
Angie Delboy

The following DPOR Staff Members were present:

Gordon Dixon, Director
Mark Courtney, Senior Director
Christine Martine, Executive Director
Kevin Hoeft, Education Administrator

- I. Chairman Funkhouser called the meeting to order at 10:10 a.m.
- II. A motion to approve the agenda was seconded and approved unanimously at 10:13 a.m.
- III. Chairman Funkhouser asked the Advisory Council members to introduce themselves at 10:15 a.m.

- IV. There was no Public Comment.
- V. Update on Changes to the Salesperson Post License Education Program - 10:25 a.m. Education Administrator Kevin Hoeft updated the Advisory Council on the status of the Board's Post License Education (PLE) Program shift from a 30-hour Three-Track format to a 30-hour Single-Track format. From July 1, 2013 through December 31, 2013, new real estate salesperson licensees can complete either the Three-Track or Single-Track PLE program. However, new salesperson licensees who choose the Three-Track program must complete all 30 hours of the Three-Track program no later than December 31, 2013, or else these new salespersons will have to complete the entire 30 hour Single-Track program. Effective January 1, 2014, only the Single-Track PLE program will be in place for new salespersons.
- VI. Update on the Work of the Real Estate Board Education Committee – 10:30 a.m. Real Estate Board Education Committee Chairman Steve Hoover updated the Advisory Council on the work of the Board's Education Committee in a number of areas. First, the Committee is conducting an evaluation of the Board's overall education program with the help of approved education providers, the state and local real estate associations, and all other interested parties. All aspects of the Board's education program are open for review, discussion and improvement. The Education Committee has started its past two meetings early to begin this evaluation. The Committee will continue this evaluation by starting its bi-monthly meetings at 12:00 noon instead of 3:00 p.m., beginning with its January 22, 2014, meeting. Second, at its November 19, 2013, meeting the Board voted to no longer require the Association of Real Estate License Law Officials (ARELLO) Distance Education Certification (DEC) as a condition to approve on-line and other forms of distance learning courses because there is no evidence that this requirement is protecting the public and it is burdensome for schools to obtain this certification. The Committee will work on devising an alternate procedure for reviewing and approving on-line and other distance learning courses. Third, the Committee is going to work on streamlining the Board's education program to promote meaningful real estate education over the volume of courses approved.
- VII. Advisory Council Discussion on the Salesperson PLE Program – 10:50 a.m. Advisory Council members brought up and discussed a number of subjects, including: 1) Evaluating Board-approved instructors; 2) Reducing the number of Board-approved courses from the current number of 9,000 approved courses; 3) The new Single-Track PLE program addresses the "core" of what new salespersons need to know; 4) A study was cited indicating little evidence exists supporting the notion real estate continuing education protects the public and increases professionalism; 5) Allowing for "Testing Out" instead of having to complete 16 or 24 hours of continuing education every two years; and 6) Using the principles of Bloom's Taxonomy in structuring and evaluating course applications.
- VIII. There being no other business or public comment, the meeting adjourned at 11:15 a.m.